



# Lifestages KiwiSaver Scheme

ANNUAL REPORT 2018



The Lifestages KiwiSaver Scheme is brought to you by  
Funds Administration New Zealand Limited (FANZ)

# Contents

Welcome	3
Details of scheme	4
Information on contributions and scheme participants	5
Changes relating to the scheme	6
Other information for particular types of managed funds	7
Changes to persons involved in the scheme	8
How to find further information	9
Contact details and complaints	10

# Welcome

Welcome to the Lifestages KiwiSaver Scheme 2017/2018 Annual Report. This document is the official record of management of the Lifestages KiwiSaver Scheme for the 12 months to 31 March 2018.

Members reviewing the last 18 months performance will have noted a “roller coaster” performance in their KiwiSaver balances. An excellent 2017 year was wound back somewhat with a negative performance for the quarter to 31st March 2018. The June quarter saw a strong recovery in both income and growth markets.

A well-diversified portfolio and a focus on a long term strategy is vital to ensure that you achieve your long-term goals. This wisdom of arriving at a suitable investment strategy and then sticking to it, is well demonstrated by the Lifestages KiwiSaver Scheme returns for the one-year periods to 31st March 2018 and 30th June 2018. Returns can, and do, change quickly.

## Lifestages KiwiSaver Scheme Performance

INVESTMENT FUND	12 MONTHS PERFORMANCE TO 31ST MARCH 2018 (PRE-TAX AND AFTER FEES+)	12 MONTHS PERFORMANCE TO 30TH JUNE 2018 (PRE-TAX AND AFTER FEES+)
Lifestages Income Fund	1.50%	1.60%
Lifestages High Growth Fund	6.66%	13.32%
Lifestages Growth Portfolio*	5.79%	12.38%
Lifestages Capital Stable Portfolio*	3.46%	4.88%

\* Closed to new members

+ Does not include monthly member fee

We are planning to re-launch our popular Retirement Planning calculator in October 2018 with a group of algorithms that will allow members to build up a deeper and more comprehensive picture of their financial retirement goals. We are also currently designing other tools for members over the coming year which will assist you to manage your KiwiSaver investment more effectively. We will let you know about these services as we launch them.

In March 2018, we wrote to members in the Lifestages Income and High Growth Funds about the reduction in their fees. The lower fees were a direct result of these Funds’ growth in funds under management. With larger fund sizes, the operating costs per member of these Funds are much lower (due to the fixed costs of the Scheme being spread over a larger base). Our philosophy is to pass on these lower costs to the members of the Lifestages KiwiSaver Scheme.

The management fee for the Lifestages Income Fund was reduced to 0.55% per annum (down from 0.65% per annum) and the management fee for the Lifestages High Growth Fund was reduced to 0.80% (down from 0.85% per annum). The higher funds under management also mean that we have reduced in-fund costs for these Funds by up to 0.10% per annum. This means that we expect to be able to deliver further reductions in charges of around 0.20% per annum for the 2018-2019 financial year for each member invested in these Funds.

I thank you for your continued support over these past 12 months, and look forward to strengthening our relationship over the years ahead.

**GRAHAM DUSTON**

*Funds Administration New Zealand Limited,  
Manager of the Lifestages KiwiSaver Scheme*

**Phone:** 0800 727 2265  
**Address:** Level 1, SBS, 2-6 Main North Road  
Papanui, Christchurch 8542  
**Postal:** PO Box 5038, Papanui, Christchurch

Contact us at [contact@lifestages.co.nz](mailto:contact@lifestages.co.nz)

A copy of the full financial statements for the Lifestages KiwiSaver Scheme can be obtained from [www.lifestages.co.nz](http://www.lifestages.co.nz), or by contacting the Manager, freephone 0800 727 2265.

## Details of scheme

Funds Administration New Zealand Limited (the 'Manager', 'us', 'we') as manager of the Lifestages KiwiSaver Scheme (the 'Scheme') presents this Annual Report to the members of the Scheme for the year ended 31 March 2018 ('Year').

The supervisor of the Scheme is Trustees Executors Limited ('Supervisor').

The Scheme is a registered KiwiSaver scheme with a Product Disclosure Statement (PDS) dated 13 April 2018 and is open for applications.

The latest fund updates for the quarter ended 30 June 2018 for each fund were made publicly available on the Disclose Register on 27 July 2018. The latest financial statements and auditor's report for the Scheme that have been lodged with the Registrar are for the year ended 31 March 2018.

## Information on contributions and scheme participants

### Membership

The table below provides a summary of the numerical changes in the membership of the Scheme during the Year.

	TOTAL NUMBER OF MEMBERS	MEMBERS' ACCUMULATION \$
Contributing members as at 1 April 2017	10,908	
Non-contributing members as at 1 April 2017	6,220	
<b>Total membership as at 1 April 2017</b>	<b>17,128</b>	<b>262,641,448</b>
<i>New Scheme members during the Year by reason of:</i>		
Transfers from other schemes	1,438	
Other new members	655	
<b>Total new members during the Year</b>	<b>2,093</b>	
<i>Persons who ceased to be members during the Year by reason of:</i>		
Retirement	216	
Death	25	
Transfers to other schemes	946	
Other reasons	27	
<b>Total number who ceased to be members during the Year</b>	<b>1,214</b>	
<b>Total membership as at 31 March 2018</b>	<b>18,007</b>	<b>303,585,626</b>
<i>Comprising of:</i>		
Contributing members as at 31 March 2018	11,701	
Non-contributing members as at 31 March 2018	6,306	

### Contributions

The table below provides a summary of the contributions received during the Year.

	TOTAL NUMBER OF MEMBERS	CONTRIBUTIONS \$
Member contributions	11,611	20,694,851
Employer or other sponsor contributions	11,459	12,354,006
Member voluntary additional contributions	3,045	5,074,571
<b>Total</b>		<b>38,123,428</b>



## Other information for particular types of managed funds

### Withdrawals

During the Year, the following withdrawals were made from the Scheme:

	TOTAL NUMBER OF MEMBERS
<i>Withdrawals during the Year by reasons of:</i>	
Reaching qualifying date	420
First home withdrawal <sup>1</sup>	192
Death	25
Significant financial hardship	61
Serious illness	10
Permanent emigration	9
Transfers of members' accumulations out of the Scheme into other superannuation schemes (or KiwiSaver Schemes)	946
Other withdrawals	15

<sup>1</sup> Includes second chance home withdrawals.

### Unit Prices

	UNIT PRICE (\$) AT 31 MARCH 2018	UNIT PRICE (\$) AT 1 APRIL 2017
Lifestages Capital Stable Portfolio	2.896650	2.803862
Lifestages Growth Portfolio	1.575374	1.495916
Lifestages Income Fund	1.064236	1.048459
Lifestages High Growth Fund	1.196823	1.124371

### Manager's Statement

Funds Administration New Zealand Limited as Manager of the Scheme confirms that:

- a. all the benefits required to be paid from the Scheme in accordance with the terms of the governing document and the KiwiSaver scheme rules have been paid; and
- b. the market value of the Scheme property at 31 March 2018 equalled or exceeded the total value of benefits that would have been payable had all members of the Scheme ceased to be members at that date and had provision been made for the continued payment of all benefits being paid to members and other beneficiaries as at 31 March 2018.

## Changes to persons involved in the scheme

### The Manager

There has been no change to the Manager since 1 April 2017. Funds Administration New Zealand Limited was the Manager of the Scheme throughout the Year.

### Directors of the Manager

The following changes to the directors of the Manager of the Scheme took place during the Year.

- > Shaun Rodger Drylie was appointed as a director of the Manager on 18 October 2017.
- > Jeffrey Bernard Walker ceased being a director of the Manager on 30 June 2017.

### Key personnel of the Manager

There were no changes to the key personnel of the Manager during the Year.

### The Supervisor

There was no change to the Supervisor during the Year. Trustees Executors Limited was the Supervisor of the Scheme throughout the Year.

The following changes to the directors of the Supervisor of the Scheme took place during the Year.

- > Andrew Eason Scott-Howman was appointed as a director of the Supervisor on 24 April 2017.
- > Franceska Eve Banga was appointed as a director of the Supervisor on 18 July 2017.

The following changes to the directors of the Supervisor of the Scheme took place after the Year-end.

- > Franceska Eve Banga ceased being a director of the Supervisor on 5 April 2018.
- > Robert Paul Russell ceased being a director of the Supervisor on 17 May 2018.

- > Matthew James Sale was appointed as a director of the Supervisor on 17 May 2018.
- > Andrew Eason Scott-Howman ceased being a director of the Supervisor on 15 June 2018.
- > Mark Charles Darrow was appointed as a director of the Supervisor on 18 June 2018.
- > Sarah Mary Roberts was appointed as a director of the Supervisor on 16 July 2018.

### Administration manager

There was no change to the administration manager during the year. The administration management functions for the Scheme have been performed by Funds Administration New Zealand Limited and Trustees Executors Limited throughout the Year.

### Investment manager

There was no change to the investment manager during the Year. Funds Administration New Zealand Limited was the investment manager of the Scheme throughout the Year.

### Securities registrar

There was no change to the securities registrar during the Year. Trustees Executors Limited was the securities registrar of the Scheme throughout the Year.

### Custodian

There was no change to the custodian during the Year. Trustees Executors Limited was the custodian of the Scheme throughout the Year.

### Auditor

There was no change to the auditor during the Year. KPMG was the auditor of the Scheme throughout the Year.

## How to find further information

The Scheme's trust deed, SIPO and financial statements are available on the schemes register at [www.disclose-register.companiesoffice.govt.nz](http://www.disclose-register.companiesoffice.govt.nz) (search for Lifestages KiwiSaver Scheme).

The current PDS, fund updates, other material information and material contracts for the Scheme are available on the offer register at [www.disclose-register.companiesoffice.govt.nz](http://www.disclose-register.companiesoffice.govt.nz) (search for Lifestages KiwiSaver Scheme).

The above and additional information relating to the Scheme is available free of charge on both the offer and scheme registers at [www.disclose-register.companiesoffice.govt.nz](http://www.disclose-register.companiesoffice.govt.nz) and the Lifestages website, as follows:

INFORMATION	HOW TO OBTAIN		
	<a href="http://www.lifestages.co.nz">www.lifestages.co.nz</a>	<a href="http://www.disclose-register.companiesoffice.govt.nz">www.disclose-register.companiesoffice.govt.nz</a> Offer Register	<a href="http://www.disclose-register.companiesoffice.govt.nz">www.disclose-register.companiesoffice.govt.nz</a> Scheme Register
<b>Unit prices</b>	✓		
<b>Fund performance</b>	✓	✓	
<b>PDS</b>	✓	✓	
<b>Fund updates</b>	✓	✓	
<b>SIPO</b>	✓	✓	✓
<b>Trust Deed</b>		✓	✓
<b>Financial Statements</b>	✓		✓

In addition general information about the Scheme, the funds within the Scheme, and the Manager can be found on the Lifestages website ([www.lifestages.co.nz](http://www.lifestages.co.nz)). You can also contact us by email at [contact@lifestages.co.nz](mailto:contact@lifestages.co.nz) to request any of the above information free of charge.

# Contact details and complaints

## Contact details

All enquiries should initially be directed to the Manager.

### Manager

#### The Manager

Executive Director  
Funds Administration New Zealand Limited  
51 Don Street

PO Box 835, Invercargill 9810

Phone: **0800 727 2265**

Email: [contact@lifestages.co.nz](mailto:contact@lifestages.co.nz)

### Supervisor

#### The Manager

Governance & Investor Oversight  
Trustees Executors Limited

Level 7  
51 Shortland Street  
Auckland 1010

Phone: **09 308 7100**

Email: [GIO@trustees.co.nz](mailto:GIO@trustees.co.nz)

### Securities Registrar

#### Trustees Executors Limited

Level 5, Maritime Towers  
10 Customhouse Quay  
PO Box 10519, Wellington

Phone: **0800 809 962**

## Complaints

Any complaints about the Scheme should be directed to the 'Executive Director of the Manager' using the contact details on this page.

If an issue cannot be resolved with the Manager you can also contact the approved independent dispute resolution scheme for the Manager at:

### The Office of the Banking Ombudsman

Freepost 218002  
PO Box 25327, Featherston Street  
Wellington 6146

Phone: **0800 805 950**

Email: [help@bankomb.org.nz](mailto:help@bankomb.org.nz)

You can also contact the approved independent dispute resolution scheme for the Supervisor at:

### Financial Services Complaints Ltd

PO Box 5967  
Wellington 6145

Phone: **0800 347 257**

Email: [complaints@fscl.org.nz](mailto:complaints@fscl.org.nz)

*Neither of the above schemes will charge a fee to any complainant to investigate or resolve a complaint.*





The Lifestages KiwiSaver Scheme is brought to you by  
Funds Administration New Zealand Limited (FANZ)